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august 1988

automotive FLEET

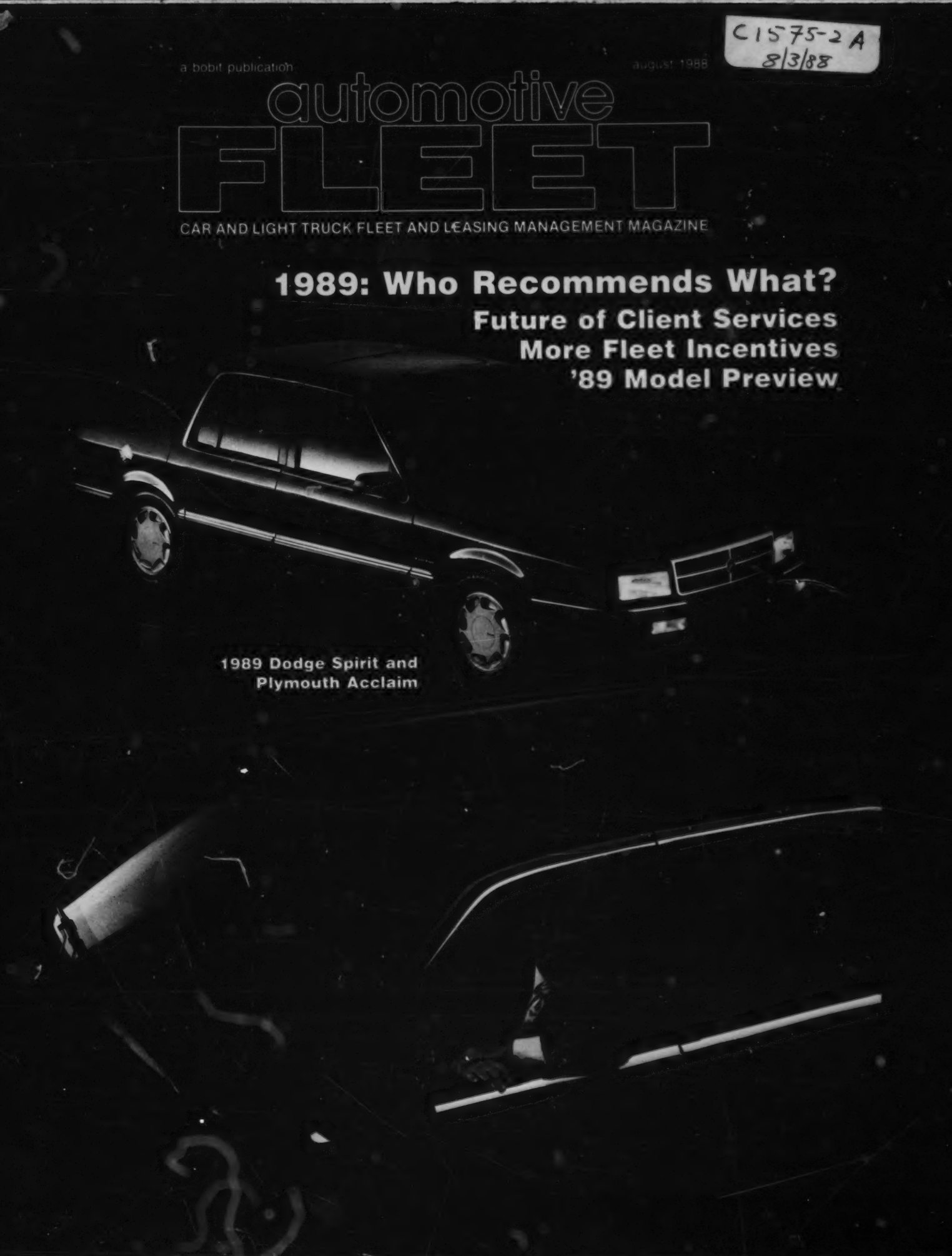
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

1989: Who Recommends What?

Future of Client Services

More Fleet Incentives

'89 Model Preview



1989 Dodge Spirit and
Plymouth Acclaim

automotive
FLEET
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

AUGUST 1988
VOL. 27, NO. 10

Influencing the management of
4,584,000 cars and 1,970,000 light trucks
and vans in business, leasing, rental,
utility, government, police and taxi fleets.

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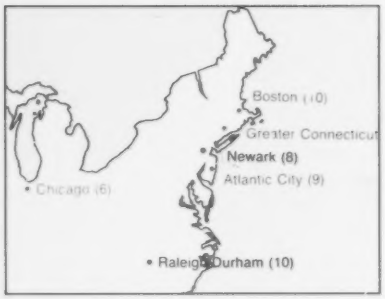

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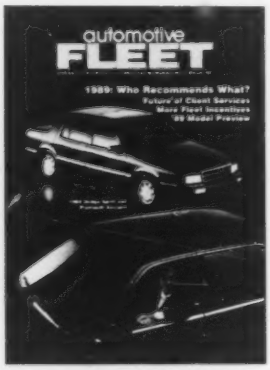

On the cover: Hal Barton is behind the wheel of the all-new 1989 Plymouth Acclaim. The all-new Dodge Spirit is in the background.

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RECOMMENDATIONS

Emphasizing specific vehicle applications, an awareness of operating costs, and ordering options to strengthen eventual resale value, the fleet industry's top lessors make their recommendations for the 1989-model year.

1989 Lessor Recommendations

ARI

Proper preventive maintenance, which minimizes driver downtime and increases awareness of safe operation of company vehicles, leads to the realization of greater resale values at the end of a lease, says ARI. To help further enhance eventual resale values, ARI recommends that the following equipment be ordered on *all* vehicles: automatic transmission, air conditioning, power steering and power brakes, AM/FM stereo radio, tinted glass, body side moldings, wheel covers, and cloth interiors.

Subcompact
(Four-door Sedan or Hatchback when possible)

Chevrolet Cavalier
Dodge Shadow
Ford Escort
Plymouth Sundance
Pontiac Sunbird

Compact
(Four-door Sedan or Hatchback when possible)

Buick Skylark
Chevrolet Corsica
Dodge Spirit
Ford Tempo
Mercury Topaz
Oldsmobile Cutlass Calais
Plymouth Acclaim
Pontiac Grand Am

Cruise Control (Open Road, High Mileage Vehicle).

Mid-Size
(Four-door Sedan)

Buick Century
Chevrolet Celebrity
Dodge Dynasty
Eagle Premier
Ford Taurus
Mercury Sable
Oldsmobile Cutlass Ciera
Pontiac 6000
Toyota Camry

Cruise Control

Two-Door Specialty

Buick Regal
Oldsmobile Cutlass Supreme
Chrysler LeBaron Coupe
Ford Thunderbird
Mercury Cougar
Pontiac Grand Prix

Cruise Control, Power Windows, and Tilt Wheel.

Full-Size/Utility
(Four-Door Sedan)

Chevrolet Caprice
Ford LTD Crown Victoria "S"

Cruise Control

Full-Size/Management
(Four-Door Sedan)

Buick LeSabre
Chevrolet Caprice Classic
Chrysler New Yorker
Ford LTD Crown Victoria
Mercury Grand Marquis
Oldsmobile Delta 88
Pontiac Bonneville

Cruise Control, Power Windows, Door Locks and Seats, Tilt Wheel, and Whitewall Tires

Wagon/Subcompact/Compact

Chevrolet Cavalier
Ford Escort

Wagon/Mid-Size

Buick Century
Chevrolet Celebrity
Dodge Caravan
Ford Taurus
Mercury Sable
Oldsmobile Cutlass Ciera
Plymouth Voyager
Pontiac 6000
Toyota Camry

Wagon/Full-Size

Chevrolet Caprice Classic
Ford LTD Crown Victoria
Pontiac Safari

All wagons should be equipped equal to other models in their size category and should be eight-passenger where available.

RECOMMENDATIONS

ASSOCIATES LEASING, INC.

Incorporating market research on the policies and practices of the fleet industry with manufacturers' product planning, Associates Leasing suggests that fleet selection be determined by matching a vehicle to your specific application. Size and dimensions should be looked at carefully, along with an analysis of which engine will provide the best combination of performance and economy. ALI also suggests that your selector lists be based on overall vehicle utility and corporate philosophy of comfort and image.

EXECUTIVE CLASS

Make/Model	Projected Introduction Factory Invoice
Buick Electra Limited	$17,600
Chevrolet Caprice Classic Brougham	$15,430
Chrysler New Yorker	$17,210
Ford LTD Crown Victoria LX	$16,134
Mercury Grand Marquis LS	$16,548
Oldsmobile 98 Regency	$17,114

Equipment: Air Conditioning, AM/FM Stereo w/Cassette, Tinted Glass, Cruise Control, Dual Remote Mirrors, Floor Mats, Body Side Moldings, Power Door Locks, Rear Window Defroster, Steel Belted Radial Whitewall Tires, Wire Wheel Covers, Vinyl Roof, Power Windows, Six-Way Power Seat, Tilt Steering Wheel, and Remote Trunk Release.

Purchase prices are based on estimated 1989 introduction pricing, including optional equipment and freight charges. (Rebate and incentive programs are not considered in pricing.)

Recommended Replacement Cycling: 36 months or 55,000 miles.

Note: The above listing of vehicles is by alphabetical order and should not be construed as a ranking.

FULL-SIZE

Make/Model	Projected Introduction Factory Invoice
Buick LeSabre Custom	$14,029
Chevrolet Caprice Classic	$13,412
Eagle Premier LX	$13,615
Ford Crown Victoria	$14,578
Oldsmobile Delta 88 Royale	$14,060
Pontiac Bonneville LE	$13,693

Equipment: Air Conditioning, AM/FM Stereo, Tinted Glass, Body Side Moldings, Dual Mirrors/Left-Hand Remote, Steel Belted Radial Whitewall Tires, Full Wheel Covers, Floor Mats, Cruise Control, Tilt Steering Wheel, and Rear Window Defroster.

Recommended Replacement Cycling: 36 months or 55,000 miles.

INTERMEDIATE — CLASS I

Make/Model	Projected Introduction Factory Invoice
Buick Century Custom	$12,346
Dodge Dynasty	$11,922
Ford Taurus GL	$12,410
Mercury Sable GS	$13,291
Oldsmobile Cutlass Ciera	$12,183
Pontiac 6000 LE	$12,340

Equipment: Automatic Transmission, Air Conditioning, AM/FM Stereo, Tinted Glass, Body Side Moldings, Dual Mirrors/Left-Hand Remote, Rear Window Defroster, Cruise Control, Floor Mats, Power Steering, Power Brakes, Steel Belted Radial Whitewall Tires, Deluxe Wheel Covers, and Tilt Steering Wheel.

Recommended Replacement Cycling: 36 months or 55,000 miles.

INTERMEDIATE — CLASS II

Make/Model	Projected Introduction Factory Invoice
Chevrolet Celebrity	$11,554
Chrysler LeBaron	$11,893
Dodge Lancer	$11,678
Ford Taurus L	$11,834

Equipment: Automatic Transmission, Air Conditioning, AM/FM Stereo, Tinted Glass, Body Side Moldings, Power Steering, Power Brakes, Floor Mats, Tilt Steering Wheel, Left-Hand Remote Mirror, Cruise Control, Rear Window Defroster, Deluxe Wheel Covers, and Steel Belted Radial Whitewall Tires.

Recommended Replacement Cycling: 36 months or 55,000 miles.

COMPACT

Make/Model	Projected Introduction Factory Invoice
Buick Skylark Custom	$11,260
Chevrolet Corsica CL	$11,300
Dodge Spirit	$11,100
Ford Tempo GL	$10,362
Mercury Topaz GS	$10,747
Oldsmobile Cutlass Calais	$11,557
Plymouth Acclaim	$11,100
Pontiac Grand Am LE	$11,829

Equipment: Automatic Transmission, Air Conditioning, AM/FM Stereo, Floor Mats, Tinted Glass, Body Side Moldings, Dual Mirrors/Left-Hand Remote, Power Steering, Power Brakes, Steel Belted Radial Whitewall Tires, Deluxe Wheel Covers, Rear Window Defroster, Cruise Control, Tilt Steering Wheel.

Recommended Replacement Cycling: 36 months or 55,000 miles.

SUBCOMPACT

Make/Model	Projected Introduction Factory Invoice
Buick Skyhawk	$10,064
Dodge Shadow	$ 9,620
Ford Escort	$ 9,269
Plymouth Sundance	$ 9,712
Pontiac Sunbird	$ 9,630

Equipment: Automatic Transmission, Air Conditioning, AM/FM Stereo, Tinted Glass, Floor Mats, Full Wheel Covers, Left-Hand Remote Mirror, Power Steering, Power Brakes, Steel Belted Radial Whitewall Tires, Body Side Moldings, and Rear Window Defroster.

Recommended Replacement Cycling: 36 months or 45,000 miles

UTILITY CARS

Make/Model	Projected Introduction Factory Invoice
Chevrolet Cavalier	$ 9,412

Dodge Shadow	$ 9,354
Ford Escort	$ 8,828
Ford Tempo GL	$ 9,792

Equipment: Automatic Transmission, Air Conditioning, AM Radio, Floor Mats, Left-Hand Remote Mirror, Power Steering, Power Brakes, Body Side Moldings, and Tinted Glass.

Recommended Replacement Cycling: 48 months or 80,000 miles.

DONLEN

The Donlen Corp. evaluates three primary areas of selection parameters in developing fleet recommendations—acquisition, operating cost, and resale value. In considering these parameters individually and as a whole, Donlen determines which particular models offer the best collection of driver-oriented features per size classification category. Of greatest importance, the lessor says, are initial cost levels and available incentive programs, fuel efficiency and vehicle serviceability, and cycling time frames. Generally, Donlen advocates the selection of the standard engine offering, a four-door sedan configuration (where available), a life cycle no greater than 55,000 miles, and the ordering of options to enhance eventual resale.

Subcompact

Chevrolet Cavalier
Ford Escort
Dodge Shadow
Plymouth Sundance

Compact

Chevrolet Corsica
Dodge Spirit
Ford Tempo
Mercury Topaz
Oldsmobile Cutlass Calais
Plymouth Acclaim
Pontiac Grand Am

Intermediates

Chrysler LeBaron
Dodge Dynasty
Ford Taurus
Mercury Sable
Oldsmobile Cutlass Ciera
Pontiac 6000

Specialty Coupes

Buick Regal
Ford Thunderbird
Mercury Cougar
Oldsmobile Cutlass Supreme
Pontiac Grand Prix

Full-Size

Buick LeSabre
Chevrolet Caprice
Ford Crown Victoria
Oldsmobile Delta 88
Pontiac Bonneville

Luxury

Buick Electra
Chrysler New Yorker
Oldsmobile 98 Regency

GE CAPITAL FLEET SERVICES

GE Capital Fleet Services breaks down vehicle acquisition into two categories. The first is to choose an operating model to define replacement cycling and specifications for application. The second is the actual procurement of vehicles. The process by which a fleet manager orders the company's vehicles, either through selector forms, spec ordering, or personal computer, "is as important as where and how they are delivered," the lessor says. This year GE Capital Fleet Services' recommendations include acquisition costs (which do not reflect the additional cost of freight, taxes, title costs, or manufacturers' fleet incentive programs) and estimated city and highway mpg. Each selector group also includes a list of recommended options.

LUXURY

Make/Model	Acquisition Cost	EPA MPG City/Hwy.
Buick Electra Park Avenue	$16,859	19/29
Cadillac Brougham	$22,118	17/24
Cadillac DeVille	$21,177	17/24
Chrysler New Yorker Landau	$18,316	19/26
Lincoln Continental	$23,591	17/24
Olds 98 Regency Brougham	$17,666	18/25
Olds Toronado Brougham	$18,906	19/28

Recommended Equipment: Eight-cylinder Engine (Where Available), Automatic Transmission, Power Steering, Power Brakes, Dual Remote Mirrors, AM/FM Stereo Radio With Cassette, Automatic Air Conditioning, Tinted Glass Windows, Power Door Locks, Power Windows, Power Seats, Power Trunk Release, Cruise Control, Tilt Steering Wheel, Electric Rear Window Defroster, White Sidewall Tires, Body Side Moldings, Front and Rear Carpeted Mats.

FULL-SIZE

Make/Model	Acquisition Cost	EPA MPG City/Hwy.
Buick LeSabre Custom	$14,431	19/29
Chevrolet Caprice Classic	$13,837	19/27
Eagle Premier	$11,901	22/31
Ford Crown Victoria	$15,251	17/24
Mercury Grand Marquis	$15,667	16/23
Olds Delta 88 Royale	$14,436	19/29
Pontiac Bonneville	$14,131	19/29

Recommended Equipment: Six- or Eight-cylinder Engine, Automatic Transmission, Power Steering, Power Brakes, AM/FM Stereo Radio, Dual Mirrors, Air Conditioning, Tinted Glass Windows, Power Door Locks, Power Windows, Cruise Control, Tilt Steering Wheel, Electric Rear Window Defroster, Front and Rear Mats, White Sidewall Tires, and Body Side Moldings.

SPECIALTY

Make/Model	Acquisition Cost	EPA MPG City/Hwy.
Buick Regal	$13,086	20/29
Chevrolet Beretta	$12,244	20/26
Chrysler LeBaron Coupe	$12,457	23/28
Dodge Daytona	$10,150	23/28

RECOMMENDATIONS

Ford Thunderbird	$13,648	21/27
Mercury Cougar	$14,080	21/27
Oldsmobile Cutlass Supreme	$13,408	20/29
Pontiac Grand Prix	$13,188	20/29

Recommended Equipment: Four- or Six-cylinder Engine, Automatic Transmission, Power Steering, AM/FM Stereo Radio, Sport Mirrors, Air Conditioning, Power Windows, Power Door Locks, Tinted Glass Windows, Cruise Control, Tilt Steering Wheel, Electric Rear Window Defroster, White Sidewall Tires, Front and Rear Mats, and Body Side Moldings.

MID-SIZE

Make/Model	Acquisition Cost	EPA MPG City/Hwy.
Buick Century Custom	$12,185	24/31
Chevrolet Celebrity	$11,501	24/31
Chrysler LeBaron	$11,509	23/28
Dodge Dynasty	$11,406	23/28
Dodge Lancer	$11,221	23/28
Ford Taurus	$12,296	21/26
Mercury Sable	$13,912	21/29
Olds Cutlass Ciera LS	$12,134	24/32
Pontiac 6000	$11,662	24/31

Recommended Equipment: Four-cylinder Engine, Automatic Transmission, Power Steering, Power Brakes, AM/FM Stereo Radio, Dual Mirrors, Air Conditioning, Tinted Glass Windows, Cruise Control, Tilt Steering Wheel, Electric Rear Window Defroster, Front and Rear Mats, Body Side Moldings, and White Sidewall Tires.

FUNCTIONAL COMPACT

Make/Model	Acquisition Cost	EPA MPG City/Hwy.
Buick Skylark Custom	$10,971	23/31
Chevrolet Corsica	$10,649	24/31
Dodge Shadow	$ 9,280	24/29
*Dodge Spirit	$10,724	24/29
Ford Tempo GL	$ 9,454	22/27
Mercury Topaz GS	$10,176	25/29
Oldsmobile Cutlass Calais	$11,231	24/32
*Plymouth Acclaim	$10,724	23/28
Plymouth Sundance	$ 9,280	23/28
Pontiac Grand Am	$10,954	24/34

**New model available, January 1989.*

Recommended Equipment: Four-cylinder Engine, Automatic Transmission, Power Steering, Power Brakes, AM/FM Stereo Radio, Dual Mirrors, Air Conditioning, Tinted Glass Windows, Electric Rear Window Defroster, Front and Rear Mats, and Body Side Moldings.

EFFICIENCY SUBCOMPACT

Make/Model	Acquisition Cost	EPA MPG City/Hwy.
Chevrolet Cavalier	$ 9,759	25/32
Dodge Omni	$ 7,329	25/30
Ford Escort	$ 8,235	24/30
Mercury Tracer	$ 8,896	25/29
Plymouth Horizon	$ 7,329	25/30
Pontiac Sunbird	$ 9,761	26/32

Recommended Equipment: Four-cylinder Engine, Automatic Transmission, Power Steering, AM Stereo Radio, Dual Mirrors, Power Brakes, Air Conditioning, Tinted Glass Windows, Electric Rear Window Defroster, Front and Rear Mats, and Body Side Moldings.

HERTZ/U.S.FLEET LEASING

Controlling costs begins with selecting vehicles for appropriate fleet applications, says Hertz/USFL. Cost and ultimate resale value of each vehicle play supporting roles in vehicle selection. Key recommendations for 1989 are based on projected operating costs and represent what Hertz/USFL suggests are the most cost-efficient mid-size sedans for the recommended 24-month, 50,000-mile lease period. The mid-size models recommended include Ford Taurus L, Dodge Aries America, Plymouth Reliant America, Pontiac 6000 LE, Chevrolet Celebrity, Buick Century Custom, and Oldsmobile Cutlass Ciera SL.

Key 1989 Recommendations

The successful **Ford Taurus** is Hertz/USFL's top-ranked mid-size sedan for the third year in a row. Boasting minor styling changes in grille and tail light features, the Taurus' optional 3.8L V-6 engine has been upgraded with roller tappets for durability and reduced friction, and sequential electronic fuel injection for improved power and economy.

The **Dodge Aries America** and **Plymouth Reliant America**, Chrysler's longtime fleet favorites, continue unchanged for 1989. They feature standard, fuel-injected 2.2L four-cylinder engines and a long list of standard features.

General Motors' popular mid-size sedans include **Chevrolet Celebrity, Buick Century Custom, Pontiac 6000 LE,** and **Oldsmobile Cutlass Ciera SL.** The Century, Cutlass Ciera, and the 6000 LE are all completely restyled for the 1989-model year.

In **other popular sizes**, these are our top-rated coupes and sedans:

Compact Sedans:	**Ford Escort LX**
Specialty Coupes:	**Ford Mustang LX**
Large Sedans:	**Pontiac Bonneville LE**
Personal Luxury Coupes:	**Oldsmobile Toronado**
Luxury Sedans:	**Buick Electra Limited**

LEASE PLAN USA

1989 appears to be a good year for both the fleet operator and the fleet driver, says Lease Plan USA. All-new products and changes in engine offerings combine with carryovers from last year to support Lease Plan's views. On the overall picture, capitalization costs will be higher, the lessor says, particularly among the imports, but more powerful engines will add life to vehicles and increase resale values. Lease Plan recommends the following options be ordered on all vehicles, in order to increase eventual resale value: AM/FM stereo (wherever possible), split-bench seats in front with cloth interior, tilt-wheel, cruise control, automatic transmission, tinted windows, rear window defrosters, intermittent wipers, and floor mats. The lessor also suggests the "Euro" look, with blackwall tires mounted on an

alloy-look wheel cover, body side moldings, and sport mirrors. Recommended replacement cycling is 27-30 months/55,000 miles.

Compact
(Four-cylinder recommended)

Chevrolet Cavalier
Ford Tempo
Mercury Topaz

Mid-Size
(Six-cylinder recommended)

Buick Century
Chevrolet Celebrity
Oldsmobile Cutlass Ciera
Pontiac 6000
Ford Taurus
Mercury Sable
Chrysler LeBaron

Full-Size
(Six-cylinder recommended)

Chevrolet Caprice
Buick LeSabre
Pontiac Bonneville
Chrysler New Yorker
Ford LTD Crown Victoria
Mercury Grand Marquis
Oldsmobile Delta 88

LMV

LMV's 1989-model fleet recommendations are broken into the following vehicle categories: utility; sales-type; load-carrying station wagons; image, and specialty. The lessor's recommendations are based on customer satisfaction and used vehicle marketing success with previous year's models. Because it is difficult to gauge how well they will perform, entirely new models are generally not included on LMV's recommended lists. In addition, certain models that are nearing their last year of production are usually not included, as their subsequent resale value might be affected.

Utility
(Service vehicles intended primarily for one or two passengers and minimal cargo.)

Buick Skylark
Chevrolet Corsica
Dodge Shadow
Ford Escort
Ford Tempo
Mercury Topaz
Plymouth Sundance
Pontiac Grand Am
Toyota Corolla

Sales Type
(Mid-size cars with suitable comfort, styling and cargo capacity for high mileage, used by sales personnel.)

Buick Century
Chevrolet Celebrity
Dodge Dynasty
Ford Taurus
Mercury Sable
Oldsmobile Cutlass Ciera
Pontiac 6000
Toyota Camry

Station Wagon
(Vehicles with large cargo capacity and adequate driver comfort. Six-cylinder engines are recommended.)

Buick Century
Chevrolet Celebrity
Ford Taurus
Oldsmobile Cutlass Ciera
Pontiac 6000

Image
(Suitable for managers, supervisors, and other middle to high-ranking officials.)

Buick LeSabre
Chevrolet Caprice
Chrysler New Yorker
Ford LTD Crown Victoria
Mercury Grand Marquis
Nissan Maxima
Oldsmobile Delta 88
Pontiac Bonneville

Specialty
(Sporty vehicles for image-conscious personnel)

Buick Regal
Chevrolet Beretta
Chrysler LeBaron
Dodge Daytona
Ford Probe
Oldsmobile Cutlass Supreme
Pontiac Grand Prix

Executive
(LMV does not make specific recommendations in this category since executives usually are free to choose any vehicle they want within company cost and performance guidelines.)

McCULLAGH

Even though a trend is appearing in the industry toward larger engines, McCullagh cautions fleet buyers who have converted part of their fleet to four-cylinder engines that it may be wise to stay that way, since the overall energy outlook is always volatile. Option packaging remains a difficult part of vehicle selection, McCullagh says, but a fleet executive should also know that common fleet items usually increase eventual resale value. McCullagh sees 1989 as a quiet year in terms of tax and regulatory issues, as most fleets continue to work through the impact of Tax Reform. McCullagh recommends that vehicle selection be built around the applications your company has planned, then select a variety of vehicles which respond to those plans. This makes it easier to switch directions if need be.

STANDARD VEHICLES

These vehicles typically serve a marketing function (sales/service). Recommended Replacement: 50,000 miles/36 months. Recommended Equipment: Air Conditioning, Automatic Transmission, Body Side Moldings, Front and Rear Guards, Power Brakes, Power Steering, AM/FM Stereo, Rear Defogger, Speed Control, Steel Belted Radial Tires, Tinted Glass, and Wheel Covers.

Four-Door	Two-Door
Standard — Class 1	
Chevrolet Caprice	
Eagle Premier LX	
Ford LTD Crown Victoria "S"	

RECOMMENDATIONS

Four-Door	Two-Door
Standard — Class 2	
Mercury Sable GS	
Ford Taurus GL	
Dodge Dynasty LE	
	Buick Regal
	Ford Thunderbird
	Mercury Cougar
Oldsmobile Cutlass Ciera	Oldsmobile Cutlass Ciera
Buick Century Custom	Buick Century Custom
	Pontiac Grand Prix
	Oldsmobile Cutlass Supreme
Standard — Class 3	
Ford Taurus	
Pontiac 6000	Pontiac 6000
Chevrolet Celebrity	Chevrolet Celebrity
Dodge Dynasty	
Chrysler LeBaron GTS	
Dodge Lancer	
Oldsmobile Cutlass Calais	Oldsmobile Cutlass Calais
Buick Skylark	Buick Skylark
Pontiac Grand Am	Pontiac Grand Am
Chrysler LeBaron Coupe	
Standard — Class 4	
Chevrolet Beretta	
	Ford Mustang Hatchback
Chevrolet Corsica Hatchback	
Chevrolet Corsica	
Ford Tempo GL	Ford Tempo GL
Mercury Topaz	Mercury Topaz
Dodge Aries	Dodge Aries
Plymouth Reliant	Plymouth Reliant
Buick Skyhawk	Buick Skyhawk
Chevrolet Cavalier	Chevrolet Cavalier
Pontiac Sunbird	Pontiac Sunbird
Dodge Spirit	
Plymouth Acclaim	
Standard — Class 5	
Dodge Omni Hatchback	
Dodge Shadow Hatchback	Dodge Shadow Hatchback
Ford Escort Hatchback	Ford Escort Hatchback
Plymouth Horizon Hatchback	
Plymouth Sundance Hatchback	Plymouth Sundance Hatchback

MANAGEMENT VEHICLES

The vehicles in this class are recommended for functions where operating costs are balanced by other, less tangible requirements. Recommended Replacement: 45,000 miles/24 months. Recommended Equipment: Air Conditioning, Automatic Transmission, Body Side Moldings, Front and Rear Guards, Power Brakes, Power Door Locks, Power Steering, Power Windows, Rear Defogger, AM/FM Stereo, Speed Control, Steel Belted Radial Tires, Tilt Wheel, Tinted Glass, and Wheel Covers.

Four-Door	Two-Door
Management — Class 1	
Buick LeSabre	Buick LeSabre
Chevrolet Caprice Classic	
Ford LTD Crown Victoria	
Oldsmobile Delta 88	Oldsmobile Delta 88
Pontiac Bonneville	
Chrysler New Yorker	
Eagle Premier ES	
Management — Class 2	
Mercury Sable LS	Mercury Sable LS
	Buick Regal Limited
Dodge Dynasty LE	
	Ford Thunderbird
	Mercury Cougar LS
	Pontiac Grand Prix LE
	Chrysler LeBaron Coupe
	Oldsmobile Cutlass Supreme
Management — Class 3	
Buick Century Limited	Buick Century Limited
LeBaron GTS Hatchback	
Olds Cutlass Ciera	Olds Cutlass Ciera
Pontiac 6000 LE	Pontiac 6000 LE
Mercury Sable GS	
Dodge Dynasty	

EXECUTIVE VEHICLES

These cars are recommended wherever luxury, comfort, and prestige are the primary considerations. Recommended Replacement: 25,000 miles/24 months. Recommended Equipment: AC, Dual Remote Mirrors, Power Brakes, Power Door Locks, Power Seats, Power Steering, Power Windows, Rear Defogger, Speed Control, Steel Belted Radial Tires, AM/FM Stereo, Tilt Wheel, and Tinted Glass.

Executive — Class 1	
Cadillac Seville	
Lincoln Continental	
Cadillac Fleetwood	Cadillac Fleetwood
Cadillac Brougham	
Executive — Class 2	
	Cadillac Eldorado
	Continental Mark VII
Executive — Class 3	
Cadillac Sedan DeVille	Cadillac Coupe DeVille
Lincoln Town Car	
Executive — Class 4	
Buick Electra Limited	
Buick Electra Park Avenue	
Mercury Grand Marquis	
Oldsmobile 98 Regency	
Oldsmobile 98 Regency Brougham	
Chrysler New Yorker/Landau	
Executive — Class 5	
	Buick Riviera
	Oldsmobile Toronado

PHH FleetAmerica

PHH FleetAmerica, recognizing that the uncertain economic conditions faced by fleet managers today affect vehicle acquisition, suggests that decisions should be linked to analyses of inflation, interest rates, tax developments, and trends within the automobile and oil industries. The main concerns of fleet management are transportation and energy issues. More specific issues of vehicle selection, such as option packaging and engine selection, should be addressed using feedback voiced by fleet drivers. Inclusive option packages come with lower initial costs, and also support higher resale. Because engine sizing is crucial to vehicle performance, fuel efficiency and operating costs, PHH recommends the use of four-cylinder engines for midsize cars.

Recommended Equipment: AM/FM Stereo With Cassette, Automatic Transmission, Air Conditioning, Body Side Moldings, Cargo Cover (Where Applicable), Cloth Interior, Cruise Control, Dual Remote Mirrors, Front and Rear Floor Mats, Power Brakes and Steering, Tilt Wheel, Tinted Glass, Wheel Covers, and White Side Wall Radial Tires.

Model	Make	Style
Acclaim	Plymouth	Sedan
Aries LE/Reliant LE	Dodge/Plymouth	Sedan
Beretta	Chevrolet	Coupe
Bonneville LE	Pontiac	Sedan
Cutlass Calais	Oldsmobile	Sedan
Camry	Toyota	Sedan
Caprice	Chevrolet	Sedan
Cavalier	Chevrolet	Sedan
Celebrity CL	Chevrolet	Sedan
Century Custom	Buick	Sedan
Corolla Deluxe	Toyota	Sedan
Corsica	Chevrolet	Sedan
Cougar LS	Mercury	Coupe
Cutlass Ciera	Oldsmobile	Sedan
Cutlass Supreme	Oldsmobile	Sedan
Delta 88 Royale	Oldsmobile	Sedan
Dynasty	Dodge	Sedan
Electra	Buick	Sedan
Grand Am LE	Pontiac	Sedan
Grand Marquis GS	Mercury	Sedan
Grand Prix	Pontiac	Coupe
Lancer	Dodge	Hatchback
LeBaron Coupe High	Chrysler	Coupe
LeBaron GTS High	Chrysler	Hatchback
LeSabre Custom	Buick	Sedan
LTD Crown Victoria "S"	Ford	Sedan
New Yorker	Chrysler	Sedan
Ninety Eight	Oldsmobile	Sedan
Premier LX	Eagle	Sedan
Regal Custom	Buick	Coupe
Sable GS	Mercury	Sedan
Shadow	Dodge	Hatchback
6000 LE	Pontiac	Sedan
Skylark Custom	Buick	Sedan
Spirit	Dodge	Sedan
Sunbird LE	Pontiac	Sedan
Sundance	Plymouth	Hatchback
Taurus L	Ford	Sedan
Tempo GL	Ford	Sedan
Thunderbird	Ford	Coupe
Topaz GS	Mercury	Sedan
Aerostar	Ford	Van
Astro CS	Chevrolet	Van
Caravan/Voyager	Dodge/Plymouth	Van
Celebrity CL	Chevrolet	Wagon
6000	Pontiac	Wagon
Taurus L	Ford	Wagon

WHEELS

Formulating a vehicle selector consists of two distinctive steps, says Wheels. The first is constructing a selector shell, which contains categories of vehicle use and the minimum requirements for *any vehicle* to qualify for inclusion in that category. The second step is to review alternate vehicles and base selection on application. Wheels has developed five use categories, each containing a *benchmark* vehicle and a list of alternate vehicles. Wheels points out that all the vehicles shown in all five categories would not be included in any one fleet selector. Each category contains estimated initial costs (estimated 1989 dealer invoice price, including base price, freight, and accessories shown under basic equipment) and monthly operating costs (initial cost, estimated resale, investment cost, and fuel, at $1.00 per gallon) in the table below. Monthly costs are based on an operating cycle of 30 months and 55,000 miles.

CATEGORY 1
Special fleet for low annual mileage/urban applications. Priority on low cost.

Model (Initial Cost)	Estimated Monthly Operating Cost
Ford Escort LX ($8,663)	$301
Dodge Omni ($7,567)	$279
Plymouth Horizon ($7,567)	$279
Chevrolet Nova ($9,730)	$299
Ford Mustang LX* ($9,737)	$301
Dodge Shadow ($9,362)	$304
Plymouth Sundance ($9,362)	$304
Mercury Tracer ($9,359)	$307

Basic Equipment: Four-cylinder Engine, Air Conditioning, AM/FM Stereo, Automatic Transmission, Body Side Moldings, Full Wheel Covers, Left-Hand Remote Mirror, Power Brakes, Power Steering, Tinted Glass, and Whitewall Tires.

Optional Equipment: Rear Defroster, Tilt Wheel.

**Available as a two-door only.*

Note: Benchmark vehicle in italics.

RECOMMENDATIONS

CATEGORY 2
Basic fleet standard applications. Priority on low cost.

Model (Initial Cost)	Estimated Monthly Operating Cost
*Pontiac Grand Am LE** ($10,753)	$328
Chevrolet Cavalier ($9,574)	$314
Pontiac Sunbird LE* ($9,578)	$315
Dodge Aries ($8,816)	$316
Plymouth Reliant ($8,816)	$316
Buick Skyhawk ($9,812)	$320
Chevrolet Corsica ($10,474)	$332
Ford Tempo GL ($9775)	$333
Upgrades	
Buick Skylark Custom ($10,770)	$329
Oldsmobile Cutlass Calais ($11,028)	$334
Dodge Spirit Highline** ($10,300)	$340
Plymouth Acclaim Highline** ($10,300)	$340
Mercury Topaz GS ($10,249)	$345
Ford Tempo LX ($10,530)	$351

Basic Equipment: Four-cylinder Engine, Air Conditioning, AM/FM Stereo, Automatic Transmission, Body Side Moldings, Full Wheel Covers, Left-Hand Remote Mirror, Power Brakes, Power Steering, Tinted Glass, and Whitewall Tires.

Optional Equipment: Cruise Control, Power Door Locks, Rear Defroster, Tilt Wheel.

**Base model in 1989 will carry the LE designation with upscale trim.*
***Will be introduced in early calendar 1989 as 1989 models.*

CATEGORY 3
Basic fleet for standard applications. Priority on reasonable cost and driver acceptance.

Model (Initial Cost)	Estimated Monthly Operating Cost
Ford Taurus L ($11,425)	$359
Chevrolet Celebrity ($11,082)	$353
Pontiac 6000 LE* (11,292)	$354
Dodge Lancer Highline ($11,364)	$358
Dodge Dynasty Highline ($11,616)	$361
Upgrades	
Oldsmobile Cutlass Ciera ($11,702)	$363
Buick Century Custom ($11,765)	$364
Mercury Sable GS ($12,855)	$398

Basic Equipment: Four-cylinder Engine (or six-cylinder if base), Air Conditioning, AM/FM Stereo, Automatic Transmission, Body Side Moldings, Full Wheel Covers, Left-Hand Remote Mirror, Power Brakes, Power Steering, Tinted Glass, and Whitewall Tires.

Optional Equipment: Cruise Control, Dual Remote Mirrors, Light Group, Power Door Locks, Power Driver's Seat, Power Windows, Rear Defroster, Split Front Seat, and Tilt Wheel.

**Base model in 1989 will carry the LE designation with upscale trim.*

CATEGORY 4
Basic fleet for standard applications. Priority on driver acceptance and image.

Model (Initial Cost)	Estimated Monthly Operating Cost
Ford Taurus GL ($12,930)	$396
Pontiac Grand Prix* ($13,131)	$391
Buick Regal Custom ($12,914)	$396
Oldsmobile Cutlass Supreme* ($13,131)	$397
Mercury Sable GS ($13,323)	$390
Chevrolet Caprice Classic ($13,026)	$404
Ford Thunderbird* ($13,022)	$406
Dodge Dynasty LE ($12,974)	$409
Upgrades	
Mercury Cougar LS* ($13,699)	$417
Pontiac Bonneville ($13,890)	$422
Mercury Sable LS ($14,156)	$424
Oldsmobile Delta 88 Royale ($14,040)	$426
Ford Taurus LX ($14,323)	$427
Buick LeSabre Custom ($14,173)	$429
Ford LTD Crown Victoria ($14,622)	$429

Basic Equipment: Six-cylinder Engine (or eight-cylinder if base), Air Conditioning, AM/FM Stereo, Automatic Transmission, Body Side Moldings, Cruise Control, Full Wheel Covers, Left-Hand Remote Mirror, Light Group, Power Brakes, Power Steering, Rear Defroster, Tinted Glass, and Whitewall Tires.

Optional Equipment: Eight-cylinder Engine and Overdrive Transmission (Standard on LTD Crown Victoria), Dual Remote Mirrors, Heavy-Duty Suspension, Tilt Wheel**, Premium Wheel Covers, Split Front Seat, Power Door Locks**, Power Driver's Seat**, Power Windows, and Cassette Tape.

**Available as a two-door only.*
***Recommended on upgrade models*

CATEGORY 5
Special fleet for executive applications. Priority on driver image and prestige.

Model (Initial Cost)	Estimated Monthly Operating Cost
Buick Electra Park Avenue ($18,765)	$522
Oldsmobile Delta 88 Royale Brougham ($16,145)	$474
Mercury Grand Marquis LS ($16,753)	$480
Buick LeSabre Limited ($16,475)	$481
Oldsmobile 98 Regency Brougham ($18,725)	$522
Chrysler New Yorker Landau ($19,636)	$550
Upgrades	
Oldsmobile Toronado* ($19,536)	$540
Buick Riviera* ($20,593)	$551
Lincoln Town Car ($22,730)	$605
Cadillac DeVille ($22,963)	$613
Cadillac Eldorado* ($23,705)	$629
Cadillac Brougham ($23,528)	$636
Lincoln Mark VII* ($24,498)	$643
Lincoln Continental ($24,961)	$653
Cadillac Seville ($26,155)	$684
Cadillac Fleetwood ($26,511)	$692

Basic Equipment: Six-cylinder Engine (or eight-cylinder if base), Air Conditioning, AM/FM Stereo/Tape, Automatic Transmission, Body Side Moldings, Bumper Guards, Cruise Control, Dual Remote Mirrors, Light and Accessory Groups, Power Antenna, Power Brakes, Power Steering, Power Door Locks, Power Trunk, Power Windows, Dual Power Seats, Premium Wheel Covers, Rear Defroster, Split Front Seat, Tilt Wheel, Tinted Glass, and Whitewall Tires.

**Available as a two-door only.*

AF

A new survey says insurance companies, in all but six states, are now offering their clients discounts on premiums for automobiles equipped with factory-installed air bags and automatic safety belt restraints.

Insurance Discounts for Automatic Restraints

Most insurers provide discounts for automobiles equipped with factory-installed automatic restraints, states a *Status Report* survey from the Insurance Institute of Highway Safety. The discounts apply to premiums for medical payments for occupants of the insured automobile or, in states with no-fault insurance, the discount applies to personal injury protection for the occupants of the insured vehicle.

The dollar amount saved from these discounts varies from state to state. Some states set their own discount policies for automatic restraints. Although the company discount policies listed here have been filed nationally or in the states where the companies do business, not every state insurance department has adopted them. The Insurance Services Office, which provides advisory rating information to insurers, filed its amended discount nationally in November 1986. The only states that do not accept the discounts are Hawaii, Massachusetts, North Carolina, Texas, Illinois, and Kentucky, says a representative for the Insurance Services Office. The National Highway Traffic Safety Administration says that by September 1989, all 1990-model passenger cars will be equipped with automatic restraints.

(Continued on page 54.)

Leading Auto Insurance Companies With Discount Policies

Company	AIR BAGS		Automatic Belts
	Driver	Full Front	
Insurance Services Office recommendation	*20%*	*30%*	*30%*
Allstate	20	30	0
Nationwide	25	40	10
Liberty Mutual	20	30	30
Aetna Casualty	20	30	30
U.S.F.&G.	30	30	30
USAA	20	30	30
The Travelers	15	30	30
GEICO	30	30	30
American Family Mutual	30	30	30
Hartford Fire	20	30	30
Continental Casualty	30	30	30
Prudential P&C	20	30	0
Maryland Casualty	20	30	30
Erie Exchange	30	30	30
Hartford A&I	20	30	30

Automatic Restraint Availability—1988-Model Year

Manufacturer & Model	Air Bags		Automatic Belts	
	Driver	Passenger	Motorized	Non-motorized
ALFA ROMEO				
Spyder			Standard	
AUDI (see Volkswagen)				
AUSTIN ROVER				
Sterling			Option	
BMW				
6 series	Standard			
7 series	Standard			
CHRYSLER				
Conquest			Standard	
Dodge Daytona	Standard			Standard
Dodge Diplomat	Standard			
Fifth Avenue	Standard			
LeBaron Coupe	Standard			Standard
Plymouth Gran Fury	Standard			
Dodge Shadow			Standard	
Plymouth Sundance			Standard	
FORD				
Escort			Standard	
Mercury Topaz	Option		Standard	
Tempo	Option		Standard	
GENERAL MOTORS				
Buick LeSabre				Standard
Buick Regal (front-wheel drive)				Standard
Buick Skylark				Standard
Chevrolet Beretta				Standard
Chevrolet Corsica				Standard
Oldsmobile Calais				Standard
Oldsmobile Cutlass Supreme (front-wheel drive)				Standard
Oldsmobile Delta 88	Option			Standard
Pontiac Bonneville				Standard
Pontiac Grand Am				Standard
Pontiac Grand Prix (front-wheel drive)				Standard
HONDA/ACURA				
Acura Legend LS	Standard			
Honda Accord two-dr.				Standard
Honda Prelude				Standard
HYUNDAI				
Excel GL, GLS four-dr. hatchback				Option
ISUZU				
Impulse			Standard	
JAGUAR				
XJ-S			Standard	
XJ-SC			Standard	
MAZDA				
626 LX four-dr.[1]			Standard	
MERCEDES-BENZ				
(All Models)	Standard			
MITSUBISHI				
Precis				Option
Starion			Standard	
NISSAN				
Maxima			Standard	
PEUGEOT				
505 four-dr. four-cyl. non-turbos				Standard
PORSCHE				
944 Turbo	Standard	Standard		
944S	Standard	Standard		
944	Option	Standard with driver bag		
SAAB				
900S hatchback			Standard	
All other 900 series hatchbacks			Standard	
9000 (version unspecified)	Option			
SUBARU				
XT Coupe			Standard	
Selected two-wheel-drive Four-dr. and wagons			Standard	
TOYOTA				
Camry			Standard	
Cressida			Standard	
VOLKSWAGEN/AUDI				
VW Golf				Option
VW Jetta				Option
VOLVO				
780	Standard			
760 series	Standard			
740 Turbo	Standard			
740 GLE	Option			
YUGO				
GVLS				Standard
GVL				Option
GVX				Option

[1]Additional versions of the 626 are likely to have automatic belts because the model cited is not produced in sufficient quantity to meet the requirement that 25 percent of all 1988 models be equipped with automatic restraints under FMVSS 208.

SOURCE: IIHS Status Report

Midyear Fleet Registrations

'87 vs. '88 Model Year: The First Six Months

MODEL	1987 Model Year Total	1987 1st 6 Mos MYTD	1988 1st 6 Mos MYTD
SUBCOMPACT			
Alliance	3,883	4,092*	0
Cavalier	52,518	30,560	42,139
Charger	157	122	10
Chevette	6,041	5,570	138
Colt	5,750	1,764	752
Escort/Festiva	50,055	29,910	29,336
Fiero	3,571	2,485	509
Firenza	4,163	2,405	2,632
Horizon	3,855	3,362	3,340
LeMans	5,950	0	3,316
Lynx/Capri	6,275	4,627	0
Mustang	18,798	9,908	11,813
Nova	49,436	3,818	3,493
Omni	4,248	3,793	2,962
Skyhawk	3,795	2,366	2,028
Spectrum	21,904	24,434	3,323
Sprint	2,421	5,126	8,157
Sunbird	12,941	8,766	7,747
Tracer	5,416	0	6,599
Turismo	263	173	26
1000	880	682	19
Total Subcompact	**262,320**	**143,963**	**128,339**
COMPACT			
Aries	44,161	24,314	23,051
Beretta	17,930	5,559	12,313
Calais	12,604	8,165	6,741
Camaro	8,394	5,680	2,770
Conquest/Vista	1,247	959	147
Corsica	22,294	5,682	20,197
Daytona	651	320	1,524
Eagle	398	209	150
Firebird	6,743	4,609	2,025
Grand Am	54,268	39,517	29,953
Lancer	7,002	4,582	724
LeBaron GTS	8,323	4,652	1,509
Laser	31	25	0
Reliant	39,190	20,884	24,759
Shadow	10,817	6,985	16,631
Somerset Regal/Skylark	10,128	6,429	3,107
Sundance	10,068	5,934	13,226
Tempo	66,813	41,518	50,374
Topaz	25,229	14,043	12,444
Total Compact	**346,291**	**200,066**	**221,645**

*Includes Encore fleet registrations

MODEL	1987 Model Year Total	1987 1st 6 Mos MYTD	1988 1st 6 Mos MYTD
INTERMEDIATE			
600	17,353	9,803	8,219
6000	51,989	32,500	20,563
Bonneville	13,389	6,973	16,969
Caravelle	19,100	10,087	7,540
Celebrity	118,383	74,235	44,237
Century	36,279	24,190	15,316
Cougar	17,065	7,735	11,000
Cutlass Ciera	65,916	44,247	26,240
Cutlass Supreme	20,937	10,036	4,604
Dynasty	14	0	9,539
Grand Prix	1,219	944	5,102
LeBaron	9,733	5,729	5,709
LeBaron Coupe/ Convertible	6,723	3,031	8,803
Monte Carlo	4,362	2,733	1,216
New Yorker (E-body)	9,750	1,658	162
New Yorker (C-body)	0	0	1,206
Premier	0	0	268
Regal	7,418	2,404	11,218
Sable	25,734	12,033	18,530
Taurus	120,653	67,175	75,682
Thunderbird	27,817	13,973	19,482
Total Intermediate	**573,834**	**329,486**	**311,605**
STANDARD			
Caprice	48,121	21,718	26,365
Crown Victoria	45,402	17,062	18,104
Delta 88	20,320	12,979	16,336
Diplomat	6,140	3,522	3,816
Fifth Avenue	5,395	3,903	14,385
Gran Fury	3,657	1,624	2,543
Grand Marquis	20,907	6,564	7,056
LeSabre	16,519	10,954	16,457
Parisienne	1,051	686	354
Total Standard	**167,512**	**79,012**	**105,416**
LUXURY			
Allante	161	14	544
98 Regency	9,927	6,089	6,494
Cimarron	811	509	191
Continental	2,079	1,259	3,481
Corvette	3,555	1,765	1,628
DeVille/ Fleetwood(FWD)	29,950	15,585	19,497
Eldorado	3,034	1,753	1,222
Electra	14,205	9,843	11,078
Fleetwood Brougham	7,167	5,013	7,195
Mark VII	3,842	1,730	2,060
New Yorker Landau	25	0	1,410
Riviera	6,826	5,993	1,552
Scorpio	1,498	0	482
Seville	8,442	5,728	5,053
Town Car	44,842	26,041	28,236
XR4Ti	487	49	80
Toronado	3,975	2,626	1,116
Total Luxury	**140,826**	**83,997**	**91,369**
Total Domestic	**1,490,783**	**836,524**	**858,374**

USED CARS

The following are average used-car prices for the period ending June 22, 1988. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
86 AMC ALLIANCE			
Sdn 4 Dr L Series	3483	3518	3415
85 AMC ALLIANCE			
Sdn 4 Dr L Series	2657	2683	2604
86 AMC ENCORE			
Sdn 5-Dr S Series	3411	3445	3342
85 AMC ENCORE			
Sdn 5-Dr S Series	2647	2673	2594
86 BUICK SKYHAWK			
Cust Coupe	4908	4957	4810
Cust Sdn	4984	5034	4884
86 BUICK CENTURY			
Cust Sdn	6284	6347	6159
85 BUICK CENTURY			
Cust Sdn	5089	5139	4987
86 BUICK SKYLARK			
Cust Sdn	6282	6345	6157
85 BUICK SKYLARK			
Cust Sdn	3862	3900	3784
86 BUICK SOMERSET REGAL			
Coupe	6339	6403	6213
86 BUICK RIVIERA			
Coupe	10,166	10,267	9,963
85 BUICK RIVIERA			
Coupe	8388	8471	8219
86 BUICK LE SABRE			
Cust Sdn	7820	7898	7663
85 BUICK LE SABRE			
Cust Sdn	6282	6345	6156
86 CADILLAC DE VILLE			
Cpe	11,895	12,015	11,657
Sdn	12,050	12,170	11,809
85 CADILLAC DE VILLE			
Cpe	9154	9245	8971
Sdn	9154	9245	8971
86 CADILLAC SEVILLE			
Sdn	14,855	15,005	14,559
85 CADILLAC SEVILLE			
Sdn	12,518	12,642	12,267
86 CHEVY CHEVETTE			
Htchbk 4 Dr	3133	3164	3071
85 CHEVY CHEVETTE			
Htchbk 4 Dr	2512	2537	2463
86 CHEVY CAMARO			
Cpe	6774	6841	6638
85 CHEVY CAMARO			
Cpe	5636	5692	5522
86 CHEVY CAVALIER			
Sdn	4522	4568	4433
85 CHEVY CAVALIER			
Sdn	3628	3665	3555
86 CHEVY CELEBRITY			
Sdn	5794	5852	5678
85 CHEVY CELEBRITY			
Sdn	4487	4533	4398
86 CHEVY CAPRICE			
Sdn	6339	6403	6212
85 CHEVY CAPRICE			
Sdn	5949	6009	5830
86 CHRYSLER LE BARON			
Cpe	5797	5855	5681
Sdn	5856	5914	5739
85 CHRYSLER LE BARON			
Cpe	4662	4709	4569
Sdn	4692	4739	4599
86 CHRYSLER FIFTH AVENUE			
Sdn	8898	8988	8721
85 CHRYSLER FIFTH AVENUE			
Sdn	7254	7326	7108
86 DODGE OMNI			
Htchbk 4 Dr	3582	3618	3510
85 DODGE OMNI			
Htchbk 4 Dr	2811	2837	2754
86 DODGE ARIES			
Sdn	4475	4519	4386
85 DODGE ARIES			
Sdn	3361	3395	3293
86 DODGE DIPLOMAT			
Sln Sdn	5158	5210	5055

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
85 DODGE DIPLOMAT			
Sln Sdn	3991	4031	3911
86 DODGE LANCER			
Sdn	5721	5779	5607
86 DODGE 600			
Sdn	5548	5604	5438
85 DODGE 600			
Sdn	4193	4235	4108
86 FORD ESCORT			
Htchbk 4 Dr L Series	3776	3814	3700
85 FORD ESCORT			
Htchbk 4 Dr L Series	2974	3004	2914
86 FORD MUSTANG			
LX-4 Cpe	5434	5488	5325
85 FORD MUSTANG			
LX-4 Cpe	4453	4497	4364
86 FORD TAURUS			
GL Sdn 4 Dr	7298	7371	7152
86 FORD TEMPO			
GL Sdn 4 Dr	4738	4786	4644
85 FORD TEMPO			
GL Sdn 4 Dr	3672	3709	3599
86 FORD LTD			
Sdn	4831	4878	4733
85 FORD LTD			
Sdn	3790	3827	3714
86 FORD CROWN VIC			
Sdn	8453	8537	8283
85 FORD CROWN VIC			
Sdn	6877	6946	6740
86 FORD THUNDERBIRD			
Cpe	7208	7280	7064
85 FORD THUNDERBIRD			
Cpe	5936	5996	5818
86 LINCOLN CONTINENTAL			
Sdn	14,007	14,147	13,726
Town Car Sdn	12,791	12,919	12,536
Mark VII Cpe	13,697	13,833	13,423
85 LINCOLN CONTINENTAL			
Sdn	11,373	11,486	11,145
Town Car Sdn	10,321	10,424	10,114
Mark VII Cpe	11,195	11,307	10,971
86 MERCURY LYNX			
L Htchbk 4 Dr	3815	3852	3738
85 MERCURY LYNX			
L Htchbk 4 Dr	3002	3032	2942
86 MERCURY COUGAR			
Cpe LS	8021	8101	7860
85 MERCURY COUGAR			
Cpe LS	6570	6636	6439
86 MERCURY TOPAZ			
GS Sdn 4 Dr	4909	4958	4811
85 MERCURY TOPAZ			
GS Sdn 4 Dr	3813	3850	3737
86 MERCURY MARQUIS			
Sdn	4921	4971	4824
85 MERCURY MARQUIS			
Sdn	3839	3878	3763
86 MERCURY GRAND MARQUIS			
Sdn	9006	9096	8826
85 MERCURY GRAND MARQUIS			
Sdn	7348	7422	7201
86 OLDS FIRENZA			
Sdn	4984	5034	4884
85 OLDS FIRENZA			
Sdn	3932	3971	3853
86 OLDS CIERA			
L Coupe	6215	6276	6090
L Sdn	6292	6355	6167
85 OLDS CIERA			
LS Cpe	5021	5072	4920
LS Sdn	5084	5134	4983
85 OLDS CALAIS			
Sdn	6306	6370	6181
86 OLDS CUTLASS SUPREME			
Cpe	6938	7008	6800
Sdn	6760	6828	6625
85 OLDS CUTLASS SUPREME			
Coupe	5719	5777	5604

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
Sdn	5576	5632	5466
86 OLDS 98			
Rgcy Sdn	9328	9422	9141
85 OLDS 98			
Rgcy Sdn	7614	7690	7462
86 PLYMOUTH HORIZON			
Htchbk 4 Dr	3580	3616	3508
85 PLYMOUTH HORIZON			
Htchbk 4 Dr	2807	2833	2751
86 PLYMOUTH RELIANT			
Sdn	4457	4500	4367
85 PLYMOUTH RELIANT			
Sdn	3362	3396	3294
86 PLYMOUTH CARAVELLE			
SE Sdn	5563	5619	5452
86 PLYMOUTH GRAN FURY			
Salon Sdn	5192	5244	5088
85 PLYMOUTH GRAN FURY			
Salon Sdn	4136	4178	4054
86 PONTIAC T-1000			
Sdn	3164	3196	3100
85 PONTIAC T-1000			
Sdn	2566	2592	2515
86 PONTIAC SUNBIRD			
Sdn	4880	4929	4783
85 PONTIAC SUNBIRD			
Sdn	3847	3886	3771
86 PONTIAC 6000			
Sdn	6030	6091	5910
85 PONTIAC 6000			
Sdn	4654	4701	4562
86 PONTIAC GRAND AM			
Sdn	6555	6621	6425
86 PONTIAC FIREBIRD			
Cpe	6857	6926	6720
85 PONTIAC FIREBIRD			
Cpe	5700	5757	5586
86 PONTIAC BONNEVILLE			
Sdn	6461	6525	6331
85 PONTIAC BONNEVILLE			
Sdn	4977	5027	4876
86 PONTIAC GRAND PRIX			
Cpe	6888	6957	6751
85 PONTIAC GRAND PRIX			
Cpe	5720	5777	5605
86 PONTIAC PARISIENNE			
Sdn	7803	7880	7646
85 PONTIAC PARISIENNE			
Sdn	6181	6242	6057
86 NISSAN SENTRA			
Std Sdn 2 Dr	3802	3841	3726
86 NISSAN STANZA			
GL Ntch 4 Dr	6238	6300	6113
86 NISSAN MAXIMA			
SE Sdn	9413	9507	9225
85 NISSAN SENTRA			
Std Sdn 2 Dr	2997	3027	2939
85 NISSAN STANZA			
XE Htchbk 4 Dr	4465	4509	4376
85 NISSAN MAXIMA			
SE Sdn	7725	7804	7570
86 TOYOTA COROLLA			
Sdn 4 Dr Dlx	5473	5528	5363
86 TOYOTA CAMRY			
Sdn 4 Dr Dlx	7363	7436	7215
86 TOYOTA CRESSIDA			
Lux Sdn	10,908	11,016	10,690
85 TOYOTA COROLLA			
Sdn 4 Dr Dlx	4611	4657	4518
85 TOYOTA CAMRY			
Dlx Sdn 4 Dr	5986	6046	5867
85 TOYOTA CRESSIDA			
Sdn	8544	8629	8372
86 VOLKSWAGEN JETTA			
Sdn 4 Dr	6572	6638	6442
85 VOLKSWAGEN JETTA			
Sdn 4 Dr	5452	5507	5343

CALENDAR

AUGUST

7-10—NAFA Law Enforcement Conference, Red Lion Inn, Sacramento, CA. Information: (201) 494-8100.

15-19—National Odometer Enforcement Association's Annual Conference on Odometer Tampering and Related Crimes, Tremont Plaza Hotel, Baltimore, MD. Information: (301) 768-7371.

SEPTEMBER

8-11—Association For Commuter Transportation's (ACT) Annual Conference, Peabody Hotel, Memphis, TN. Information: (202) 659-0602.

13-18—Automechanika '88, Messe Frankfurt, Frankfurt, West Germany. Information: 069-7575-6320.

18-19—American Automotive Leasing Association's 1988 Midyear Meeting, The Westin Hotel Downtown, Chicago, IL. Information: (202) 223-2600.

22-24—Automotive Fleet & Leasing Association's 1988 Midyear Conference, Harbor Beach Marriott, Ft. Lauderdale, FL. Information: (213) 376-8788.

24-29—The American Public Works Association's 1988 International Public Works Congress and Equipment Show, Metro Toronto Convention Centre, Toronto, Ontario, Canada. Information: (312) 667-2200.

OCTOBER

16-20—76th National Safety Council Congress & Exposition, Orange County Convention/Civic Center, Orlando, FL. Information (312) 527-4800.

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GAS PRICES

City	UNLEADED Cost Per Gallon Unleaded Full-Serve	Self-Serve
Mobile, AL	124.7	91.7
Little Rock, AR	122.5	91.9
Oakland, CA	143.7	100.6
Colorado Springs, CO	137.2	96.4
Washington, DC	136.3	99.3
Augusta, GA	123.4	86.3
Honolulu, HI	175.0	122.0
Hutchinson, KS	117.9	81.2
Boston, MA	110.2	97.9
Minneapolis, MN	139.5	102.9
Santa Fe, NM	124.9	102.9
New York City, NY	112.4	89.9
Portland, OR	104.9	104.9
Houston, TX	126.4	86.6
Milwaukee, WI	119.2	94.8

Survey conducted during the first five working days of July 1988.
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